

This record is a partial extract of the original cable. The full text of the original cable is not available.

042103Z Aug 05

UNCLAS OTTAWA 002364

SIPDIS

SENSITIVE

E.O. 12958: N/A

TAGS: [ETRD](#) [ECON](#) [MASS](#) [CA](#)

SUBJECT: INTERAGENCY DEFENSE OFFSETS TEAM INVITATION TO
SELECTED FOREIGN EMBASSIES

REF: SECSTATE 143566 (NOTAL)

SENSITIVE BUT UNCLASSIFIED. HANDLE ACCORDINGLY.

[1](#)1. (SBU) Political section passed reftel to DAO and FCS
offices in the Mission.

[1](#)2. (SBU) Though post has no feedback to offer on the
discussion questions at this time, we note that "Industrial
Regional Benefits (IRBs)" (Canadian equivalent of "offsets")
figure prominently in federal government procurement
decisions across the board, and especially in defense
procurement. IRBs give the federal governing party leverage
vis-a-vis the provincial governments and among the
electorate. Mission is working on a report on Canadian
defense procurement practices.

Visit Canada's Classified Web Site at
<http://www.state.sgov.gov/p/wha/ottawa>

WILKINS